



Life Insurance Basics & Beyond

Term, whole life, indexed universal life and fixed annuities for families and business owners.

Licensed in NY and MI. Some products shown are not available in every state, including New York. For other states, we refer you to the appropriate agency.

A planning framework for New York clients.

LIFE INSURANCE BASICS & BEYOND

Everything discussed today is strictly for educational and informational purposes—it is not formal tax, legal, or specific financial advice. All examples and illustrations are entirely hypothetical and do not guarantee future performance. Insurance products, fixed annuities, and riders are subject to state availability, underwriting approval, and the claims-paying ability of the issuing carrier. Certain advanced products mentioned may not be approved or available for sale in the State of New York. I am licensed to transact in New York and Michigan; if you're tuning in from another state, we will point you toward the appropriate licensed professional. Always consult your CPA or legal counsel before making major financial moves

Three Parts

1. Foundations and advanced planning

Why life insurance matters, qualified plans and QPEP, case examples, foreign nationals.

2. Indexed universal life

Policy comparison, crediting, premium financing, living benefits, loans versus withdrawals, participating, non- participating.

3. Fixed annuity and next steps

A New York fixed annuity, a hypothetical case study, and our two-touchpoint process.

Product availability varies by state. Confirm NY approval before offering any product.

FUNDAMENTALS

Core Purpose, Human Capital and Tax Equity

Replace human capital

Protects the family if the income earner dies prematurely.

Tax-favored treatment

Death benefits are generally income-tax-free under IRC Section 101(a).

Immediate liquidity

Cash for estate costs, paid to named beneficiaries outside probate.

Qualified Plans: Four Distribution Options

1. Buy from the plan

Participant buys the policy at fair market value, making the plan whole.

2. Distribute

Participant pays tax on fair market value, less economic benefit costs paid.

3. Surrender in plan

Cash value moves to the plan and can roll to an IRA. The death benefit is lost.

4. QPEP rider

Surrender in the plan; new policy outside for the net amount at risk.

UNVERIFIED: QPEP availability in New York has not been confirmed. The rider is optional and not available in all states or products.

CASE EXAMPLES

Non-Qualified Plans for Executives and Owners

Executive wealth accumulation

Max-funded, low death benefit design within IRC 7702, with access through policy loans.

Key-person and buy-sell

Corporate-funded policy protecting continuity, with reserves for a buy-sell transfer.

Hypothetical examples. Suitability varies. Funding limits and MEC rules apply.

Foreign Nationals: Estate Tax and USD Liquidity

Estate tax exposure

Non-resident clients with U.S. assets such as real estate or a business can face U.S. estate tax.

USD liquidity

Properly structured U.S. life insurance may provide income-tax-free dollars to pay it without a forced sale.

UNVERIFIED: this slide is a general framework only. Exemptions, rates and treaties must be confirmed by a cross-border tax professional.



Indexed Universal Life

How it compares, how crediting works, living benefits, and loans.

NY: FlexLife is issued by LSW, which is not authorized in New York. FlexLife appears in this part as an illustration only.

POLICY COMPARISON

Term vs. Whole Life vs. IUL

Term life

Temporary coverage for 10, 20 or 30 years. No cash value.

Whole life

Lifelong coverage, guaranteed level premium, guaranteed cash value growth. Dividends are not guaranteed.

Indexed universal life

Lifelong coverage, flexible premiums, index-linked credits with a 0% floor. Charges still apply.

Product availability varies by state. Confirm NY approval before offering any product.

Four Pillars of an IUL

Market linkage

Credits tied to an index; no direct equity investment.

0% floor

No less than 0% credited when the index is negative. Monthly charges still apply.

Living benefits

May access part of the death benefit with a qualifying illness. Riders may carry a charge.

Retirement income

Policy loans may supplement income if managed carefully.

NY: FlexLife (issued by LSW) and its chronic care rider are not approved or available in New York. Shown as an illustration only.

NATIONAL LIFE GROUP

SUMMIT LIFE INDEXED UNIVERSAL LIFE INSURANCE

A large-case indexed universal life briefing

Minimum death benefit of \$1,000,000

WHO SUMMITLIFE IS BUILT FOR

Wealth transfer

Large-premium cash accumulation for estate and legacy planning, including trust-based strategies.

Business planning

Executive benefits, buy-sell agreements and succession funding for owners.

Retirement income

Policy loans may supplement retirement cash flow, subject to the risks on slide 5.

INDEX CREDITING OPTIONS

Option	Focus
Bloomberg MAVIN 10	Multi-asset: U.S. large-cap equities, Treasuries, gold, U.S. dollar
Nasdaq-100 Multi-Asset Edge 8%	Large-cap tech equities with gold and Treasuries
S&P 500 No Cap and 2% Floor	Broad U.S. large-cap exposure, no cap, 2% floor
S&P 500 Cap Focus / Participation Focus	Broad exposure with different cap and participation tradeoffs

Floors, caps and participation rates vary by option and are not guaranteed. [Confirm current rates.]

LIVING BENEFITS

Access part of the death benefit during life when qualifying conditions are met.

- Riders address terminal, chronic and critical illness, critical injury and Alzheimer's [confirm]
- Benefits reduce the death benefit and cash value, and may carry charges
- Not a replacement for dedicated long-term care planning

ACCESSING CASH VALUE THROUGH POLICY LOANS

Loan types

- Standard (wash) loan
- Participating fixed loan
- Participating variable loan

[Confirm full list in the product guide]

Know before you borrow

- Loans accrue interest and reduce the death benefit
- A lapse or MEC status can trigger taxable income
- Participating loans can lose as well as gain

BUSINESS PLANNING AND PREMIUM FINANCING

Applications

- Executive bonus plans
- Buy-sell and succession funding
- Premium financing

Large-case support

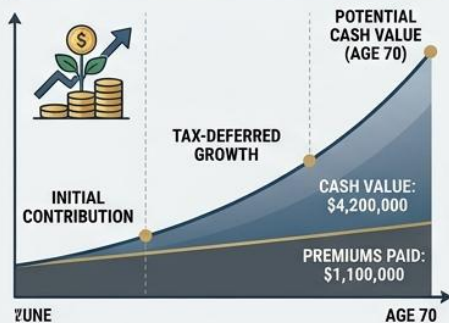
- Advanced Planning and Wealth Strategies Group
- \$100+ million supported by the reinsurance network
- Informal quotes [confirm turnaround]

Premium financing adds risk: loan interest rates, collateral requirements and repayment obligations.

SUMMITLIFE IUL: AFFLUENT WEALTH ACCUMULATION STRATEGIES

A SOPHISTICATED FINANCIAL PLANNING SOLUTION FOR THE DISCERNING CLIENT

POWERFUL WEALTH ACCUMULATION



- Tax-Deferred Growth Potential
- Indexed Growth for Higher Returns
- Significant Cash Value Build-up



SOPHISTICATED FINANCIAL STRATEGIES

STRATEGIC APPLICATIONS



Retirement Income

RETIREMENT INCOME (Tax-Advantaged Loans)

- Complementary Income Stream
- Control over Withdrawals
- No Surrender Charges for Loans



Wealth Legacy

ESTATE PLANNING & WEALTH TRANSFER

- Leveraged Death Benefit for Heirs
- Smooth Intergenerational Transfer
- Liquidity to Pay Estate Taxes



Key Person

BUSINESS PLANNING SOLUTIONS

- Executive Bonus Plans
- Key Person Protection
- Supplemental Retirement Plans

SUMMITLIFE IUL ADVANTAGES



FLEXIBLE PREMIUMS



DIVERSIFIED INDEX ALLOCATION

- S&P 500®, Russell 2000®, Euro Stoxx 50® (Illustrative)



GUARANTEED MINIMUM FLOOR

- Protection Against Market Downturns



TAX-FREE DEATH BENEFIT

- Providing Peace of Mind



SUMMITLIFE IUL | *AFFLUENT WEALTH SOLUTIONS | Confident Wealth Management

*Hypothetical illustration. Actual performance will vary. Not guaranteed. Consult your financial advisor for details.

IMPORTANT DISCLOSURES

- An IUL is not an investment in an index; credits are not guaranteed
- Illustrations show non-guaranteed elements that may change
- Loans and withdrawals reduce benefits and may have tax consequences
- Strategy suitability is not evaluated by National Life Group
- This is not tax or legal advice; consult your advisors
- Products, riders and availability vary by state and underwriting

Anatomy of IUL Crediting

Options budget

Part of the insurer's general account yield buys index call options, funding capped upside.

Strategy types

Carriers typically offer point-to-point, higher participation, uncapped and volatility-controlled strategies.

NY: FlexLife (issued by LSW) and its chronic care rider are not approved or available in New York. Shown as an illustration only.

Premium Financing

How it works

A third-party lender funds a portion of premiums on a large policy, secured by the policy.

Potential benefit

If credited interest exceeds borrowing cost, cash value builds while liquidity stays free.

Key risks

Rising loan rates; crediting below projections; collateral calls; insurer rating downgrades may let the lender call the loan.

Clients with a net worth over \$5 million may have the option. Not a rule. Full suitability review required.

LIVING BENEFITS

Accessing the Death Benefit While Living

What it is

May give access to all or part of the death benefit, on a discounted basis, after a qualifying illness or injury.

Why it matters

51% of Americans carry medical debt; 2.1 million new cancer cases projected in 2026; Alzheimer's lifetime care averages \$405,262.

Key points

Riders are optional, may cost extra, and may not be available in all states. Benefits reduce the death benefit.

NY: FlexLife (issued by LSW) and its chronic care rider are not approved or available in New York. Shown as an illustration only.

CLAIMS

Qualifying Criteria

Typical chronic illness triggers

Usually a licensed practitioner certifies chronic illness or severe cognitive impairment. Terms vary by rider.

Before you buy

Read exclusions, limitations, waiting periods and payout rules in the rider.

NY: FlexLife (issued by LSW) and its chronic care rider are not approved or available in New York. Shown as an illustration only.

Loans vs. Withdrawals

Policy loans

Generally income-tax-free if the policy stays in force and is not a MEC. Interest accrues; unpaid loans reduce the death benefit.

Four loan types

Participating declared, variable and fixed; and standard. No one type is best; availability varies by product.

Withdrawals

Permanent. Reduce cash value and death benefit and may be taxable above basis.

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Questions to Ask of Any Carrier

Riders

Are living benefits included or optional, and what do they cost?

Underwriting

How strict is it, and how long does it take?

Costs and crediting

What are the internal charges, and how do illustrated values compare with guaranteed values?

Product availability varies by state. Confirm NY approval before offering any product.



Fixed Annuities

A conservative allocation for New York residents.

FIXED ANNUITY (NY)

Green Mountain Freedom: Single Premium Fixed Annuity

Guarantee

Rate guaranteed for 2 years, then declared annually. No market risk. No fees or expenses.

Access

Up to 10% annually without penalty from year two. A 10% federal penalty may apply before age 59 and a half.

Limits

Minimum \$5,000. Maximum \$2M ages 0 to 70; \$1.5M ages 71 to 75; \$1M ages 76 to 80. More with approval.

Strength

As of 12/5/2025: A+ A.M. Best, A+ S&P, A1 Moody's. Subject to change.

UNVERIFIED: the NY guaranty limit. Confirm the guaranty corporation's name and current limit before stating a figure.

Hypothetical New York Business Owner

40% Fixed annuity

NY fixed annuity: tax-deferred fixed yield; protects core principal.

40% IUL

Tax-advantaged accumulation, living protection and potential income. Product must be NY-approved.

20% Qualified plan

Potential corporate income tax deductions.

Hypothetical only. Not a recommendation. FlexLife is not approved in NY.

Client Journey

Touchpoint 1: information

Basic health details, beneficiaries, physician info and nurse exam coordination.

Underwriting and illustration

Create the illustration, submit the application, hold the report until carrier approval.

Touchpoint 2: 30 to 60 minutes

Present the approved report and illustration; deliver the policy once underwriting is complete.

NEXT STEPS

Schedule Your Discovery Call

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Licensing

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Some products shown are not available in New York. Availability is confirmed at application.